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EXCHANGE COMMISSION

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ANNUAL AUDITED REPORT **FORM X-17A-5 PART III** 

RECEIVED

SEC FILE NUMBER

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**FACING PAGE** 

Information Required of Brokers and Dealers Pursuant to Section 27 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNI	NG <u>April 1, 2001</u>	ENDING	March 31, 2002
A	REGISTRANT IDEN	TIFICATION	
NAME OF BROKER-DEALER			OFFICIAL USE ONLY
Wien Securities Corp.  ADDRESS OF PRINCIPAL PLACE OF	BUSINESS: (Do not use F	P.O. Box No.)	FIRM ID. NO.
525 Washington Blvd.	2002 200 (2000 000 2	,	
323 Washington Biva.	(No. and S	street)	
Jersey City	NĴ		07310
(City)	(State)		(Zip Code)
Margaret Chou			(212) 227-7414 (Area Code – Telephone No.)
I	B. ACCOUNTANT IDEN	TIFICATION	2°
NDEPENDENT PUBLIC ACCOUNTA		·	
O CLYPTED AND A DOLD	(Name – if individual, state		
10 CUTTER MILL ROAD (Address) CHECK ONE	GREAT NECK (City)	NY (State)	11021 (Zip Code)
<ul><li>Certified Public Accountant</li></ul>			
<ul><li>Public Accountant</li></ul>			PROCESSED
☐ Accountant not resident in Ur	nited States or any of its pos	ssessions.	PROCESSED
	FOR OFFICIAL USE ON	NLY	THOMSON
			FINANCIAL

Sec 1410 (3-91)

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<sup>\*</sup> Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the exemption. See section 240,17a-5(e)(2).

## OATH OR AFFIRMATION

	Wien Securities Corp.	
par	arch 31 , 2002, are true and correct. I further, proprietor, principal officer or director has any propriestomer, except as follows:	Further swear (or affirm) that neither the company nor an extary interest in any account classified solely as that of
		Inargaret Chon Signature Financial principa Title
		Signature
		Financial principa
		Title
-(	Notary Public N	LORRAINE GROMEK OTARY PUBLIC OF NEW JERSEY
\	\	y Commission Expires Dec. 18, 2006
Th	nis Report ** contains (check all applicable boxes):	
•	(a) Fasing Page	
× ×	<ul><li>(a) Facing Page</li><li>(b) Statement of Financial Condition.</li></ul>	
×	(c) Statement of Income (Loss)	
×	(d) Statement of Cash flows	
×	(e) Statement of Changes in Stockholders' Equity or Partner	s' or Sole Proprietor's Capital.
×	(f) Statement of Changes in Liabilities Subordinated to Clair	ms of Creditors.
×	(g) Computation of Net Capital.	
	(h) Computation for Determination of Reserve Requirement	
∐ m	(i) Information Relating to the Possession or control Requir	
	(j) A Reconciliation, including appropriate explanation, of the computation for Determination of the Reserve Requirements.	
	(k) A Reconciliation between the audited and unaudited State	
	Consolidation.	terments of I maneral containing with respect to methods
×	(I) An Oath or Affirmation.	
	(m) A copy of the SIPC Supplemental Report.	
	(n) A report describing any material inadequacies found to e	exist or found to have existed since the date of the
	previous audit.	
	(o) A report on internal control.	

## REPORT ON AUDIT OF FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

REPORT ON INTERNAL CONTROL

MARCH 31, 2002

# Lilling & Company LLP

Certified Public Accountants

#### INDEPENDENT AUDITORS' REPORT

Board of Directors and Stockholders Wien Securities Corp. Jersey City, New Jersey

We have audited the accompanying statement of financial condition of Wien Securities Corp. as of March 31, 2002, and the related statements of operations, changes in stockholders' equity, cash flows and changes in liabilities subordinated to claims of general creditors for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Wien Securities Corp. at March 31, 2002 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules 1 and 2 is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

CERTIFIED PUBLIC ACCOUNTANTS

May 20, 2002

## STATEMENT OF FINANCIAL CONDITION MARCH 31, 2002

ASSETS		
Cash	\$	195,887
Receivable from broker dealers	•	5,344,737
Securities owned		2,622,214
Furniture and equipment, and leasehold improvements		
net of accumulated depreciation of \$1,405,877		255,557
Other assets		363,568
		8,781,963
LIABILITIES AND STOCKHOLDERS' EQUITY		
Liabilities		
Securities sold, but not yet purchased	\$	957,961
Commissions payable		564,255
Accrued expenses and other liabilities		318,694
		1,840,910
Liabilities subordinated to the claims of general creditors		326,667
	<u> </u>	2,167,577
Stockholders' equity		
Common stock, no par value; \$1.00 stated value,		
5000 shares authorized, 122 shares issued and outstanding		120
Additional paid-in capital		2,274,323
Retained earnings		4,339,943
		6,614,386
	_\$_	8,781,963

## STATEMENT OF OPERATIONS YEAR ENDED MARCH, 31 2002

## **REVENUE**

Trading Interest and other income	\$ 8,538,424 105,940
	8,644,364
EXPENSES	
Salaries and related costs	3,371,521
Commissions and clearing charges	3,562,524
Communications	2,886,259
Occupancy	488,491
Interest	43,692
Operating expenses	3,574,422
	13,926,909
NET LOSS	\$ (5,282,545)

## STATEMENT OF CASH FLOWS YEAR ENDED MARCH, 31 2002

Cash flows from operating activities  Net loss	\$ (5,282,545)
Adjustments to reconcile net loss to net cash	ψ (3,202,343)
provided by operating activities:	
Depreciation and amortization	147,300
Decrease in receivable from clearing broker	4,400,134
Decrease in securities owned	3,830,796
Decrease in securities sold, but not yet purchased	(1,585,299)
Decrease in commissions payable	(299,794)
Decrease in accrued expenses and other liabilities	(595,451)
Decrease in other assets	51,458
Total adjustments	5,949,144
Net cash provided by operating activities	666,599
Cash flow from financing activities  Principal payment on subordinated debt  Dividends paid  Net cash used by financing activities	(163,333) (515,340) (678,673)
NET DECREASE IN CASH	(12,074)
CASH - BEGINNING	207,961
CASH - END	\$ 195,887
Supplemental disclosures of cash flow information: Cash paid during the year for: Interest expense Income Tax	\$ 43,692 \$ 41,766

## STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY YEAR ENDED MARCH 31, 2002

		ADDITIONAL		
	 MMON TOCK	PAID-IN CAPITAL	RETAINED EARNINGS	TOTAL
Balance - April 1, 2001	\$ 120	\$ 2,274,323	\$ 10,137,828	\$ 12,412,271
Net loss	-	-	(5,282,545)	(5,282,545)
Dividends paid	 -		(515,340)	(515,340)
Balance - March 31, 2002	\$ 120	\$ 2,274,323	\$ 4,339,943	\$ 6,614,386

## STATEMENT OF CHANGES IN LIABILITIES SUBORDINATED TO THE CLAIMS OF GENERAL CREDITORS YEAR ENDED MARCH 31, 2002

Balance - April 1, 2001	\$ 490,000
Additions	-
Decreases	(163,333
Balance - March 31, 2002	\$ 326,667

## NOTES TO FINANCIAL STATEMENTS MARCH 31, 2001

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Organization

Wien Securities Corp. (the "Company") is a registered broker-dealer and clears its securities transactions on a fully-disclosed basis with another broker-dealer. The Company's main office is in New Jersey with additional offices in New Jersey, Florida and Oregon and its customers are located throughout the United States.

#### **Income Taxes**

The Company has elected to be taxed as an "S" Corporation under the Internal Revenue Code. An "S" Corporation generally pays no income taxes and passes through substantially all taxable events to the shareholders of the Company. State income taxes are provided based on statutory rates.

#### **Securities Transactions**

Securities transactions are recorded on settlement date, generally the third business day following the trade date. There is no material difference between the accounting on a settlement date basis as compared to a trade date basis.

#### Securities Owned

Securities owned and securities sold, but not yet purchased are recorded at current market value and consist substantially of equities.

#### Furniture, Equipment and Leasehold Improvements

Furniture, equipment and leasehold improvements are recorded at cost. Depreciation is provided for by straight line and accelerated methods over the estimated useful lives of the assets.

#### **Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management of the Company to use estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

## NOTES TO FINANCIAL STATEMENTS MARCH 31, 2001

#### **Clearing Arrangements**

The Company as a non-clearing broker does not handle any customer funds or securities. The responsibility for processing customer activity rests with the Company's clearing firm, Spear, Leeds & Kellogg. If a customer or counter-party fail to perform, the Company may sustain a profit or a loss if the market value of the securities differs from the contract price. During the year ended March 31, 2002, no such material losses have occurred.

### Significant Credit Risk

All securities owned and securities sold, but not yet purchased are held at Spear, Leeds & Kellogg. The receivable from broker dealers is due from Spear, Leeds & Kellogg.

#### 2. LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

Liabilities subordinated to claims of general creditors have been filed with the National Association of Securities Dealers, Inc. The liability consists of two notes of \$163,333 each payable to a shareholder of the Company bearing interest at 10% that are effective May 1, 2002 and mature May 1, 2003. The Company paid \$43,692 for interest to the shareholder in the year ended March 31, 2002.

#### 3. SALARY REDUCTION RETIREMENT PLAN

The Company sponsors a salary reduction (Section 401(k)) retirement plan for its employees. Employees may contribute a percentage of their pre-tax salary up to amounts specified in the plan agreement. The Company does not contribute to the plan.

#### 4. COMMON STOCK

The stockholders of the Company have entered into an agreement relating to the "S" Corporation status. The agreement limits the transferability of stock to individuals or entities qualified to be "S" Corporation shareholders. The agreement calls for annual distribution to shareholders of amounts not less than each shareholder's related tax liability pursuant to the "S" Corporation filing.

#### 5. COMMITMENTS AND CONTINGENCIES

#### Lease

The Company leases office space at its main office in Jersey City, New Jersey and various other locations. Future minimum lease commitments are as follows:

Years Ended March 31,

2002	\$	408,000
2003		408,000
2004		410,000
2005		413,000
2006		413,000
2007 and thereafter		413,000
	\$2	,465,000

Rent expense was approximately \$488,000 for the year ended March 31, 2002.

### Litigation

The Company has been named as a defendant relating to its activities as a broker-dealer including civil actions and arbitration. From time to time, the Company is also involved in proceedings and investigations by self-regulatory organizations. Although the ultimate outcome of these matters involving the Company cannot be predicted with certainty, management believes it has meritorious defenses to all such actions and intends to defend each of these actions vigorously. Although there can be no assurances that such matters will not have a material adverse effect on the results of operations or financial condition of the Company in any future period, depending in part on the results for such period, in the opinion of management of the Company the ultimate resolution of such actions against the Company will have no material adverse effect on the Company's financial condition.

#### 6. NET CAPITAL REQUIREMENT

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 (and that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1). At March 31, 2002, the Company had net capital of \$5,898,633, which was \$4,898,633 in excess of its required net capital of \$1,000,000. The Company's percentage of aggregate indebtedness to net capital was 15.0% as of March 31, 2002.

Supplementary Information Pursuant to Rule 17a-5 of the Securities Exchange Act of 1934

As of March 31, 2002

## COMPUTATION OF NET CAPITAL UNDER RULE 15c-3-1 OF THE SECURITIES AND EXCHANGE COMMISSION MARCH 31, 2002

#### NET CAPITAL

Stockholder's Equity Liabilities subordinated of the claims of general creditors Total capital and allowable subordinated liabilities	\$	6,614,386 326,667 6,941,053
Deductions Non-allowable assets		619,125
Tentative capital before haircuts		6,321,928
Haircuts and undue concentration		423,265
NET CAPITAL		5,898,663
AGGREGATE INDEBTEDNESS	_\$_	882,949
MINIMUM NET CAPTIAL REQUIREMENT	\$	1,000,000
EXCESS OF NET CAPTIAL OVER MINIMUM REQUIREMENTS	_\$_	4,898,663

## PERCENTAGE OF AGGREGATE INDEBTEDNESS TO NET CAPTIAL

15.0%

#### Note:

There were no material differences between the computation of net capital calculated above and the Company's computation included in Part IIA of Form X-17a-5 as of March 31, 2002

COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS FOR BROKERS AND DEALERS PURSUANT TO RULE 15c3-3 MARCH 31, 2001

The Company is exempt from the provisions of Rule 15c3-3 under the Securities Exchange Act of 1934, in that the Company's activities are limited to those set forth in the conditions for exemption appearing in paragraph (k) (2) (ii) of the Rule.

# Lilling & Company LLP

Certified Public Accountants

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5 FOR A BROKER- DEALER CLAIMING AN EXEMPTION FROM SEC RULE 15c3-3

Board of Directors and Stockholders Wien Securities Corp. Jersey City, New Jersey

In planning and performing our audit of the financial statements and supplemental schedules of Wien Securities Corp. (the Company), for the year ended March 31, 2002, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- 2. Recordation of differences required by rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with accounting principles generally accepted in the United States. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at March 31, 2002, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the NASD, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered broker dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Lilling + Company
CERTIFIED PUBLIC ACCOUNTANTS

May 20, 2002